

**Attachment B**

**DISCOUNT PROPOSAL SPREADSHEET**

Choose the applicable spreadsheet(s) templates below for your offerings.

**Products**

SIN	MANUFACTURER NAME	MFR PART NO	DEALER PART NUMBER (if applicable)	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GREEN CERTIFICATION (ENERGY STAR, FEMP, or BIOPREFERRED) (as applicable to schedules 51V, 56 and 73)	RECYCLED AND/OR POST-CONSUMER MATERIAL CONTENT % (Schedule 75 only)	COMMERCIAL LIST PRICE	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	GSA (%) DISCOUNT (exclusive of the .75% IFF)	GSA OFFER PRICE (exclusive of the .75% IFF)	GSA OFFER PRICE (inclusive of the .75% IFF)	QUANTITY/ VOLUME DISCOUNT	COO
426-4F	NEEDI SCRUBS	IFAK		DEPT OF HOMELAND SECURITY KIT	DEPT OF HOMELAND Security Kit Stocked.	EA			\$90.00	DISTRIBUTOR	0%	90	5%	86.14		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	FA139		COMBAT KIT	COMAT KIT ALS STOCKED	EA			\$179.00	DISTRIBUTOR	0%	179	5%	171.31		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	1600EMSF		PELICAN MARINE COMBAT KIT	PELICAN MARINE COMBAT KIT STOCKED ALS.	EA			\$595.00	DISTRIBUTOR	0%	595	5%	569.5		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	G3000		NEEDI GUN SHOT TRAUMA KIT	NEEDI GUN SHOT KITS STOCKED BLS KITS	EA			\$95.99	DISTRIBUTOR	0%	95.99	5%	91.87		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	PFTP4-F		PATROL COMBAT KIT	PATROL COMBAT KIT STOCKED	EA			325.00	DISTRIBUTOR	0%	325.00	5%	311.07		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	FA 125		PRO II TRAUMA KIT	PRO II TRAUMA KIT STOCKED ALS	EA			155.00	DISTRIBUTOR	0%	155.00	5%	148.35		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	TTTT1250		THOMAS O2 LITE TRAUMA KIT	THOMAS O2 LITE TRAUMA KIT STOCKED ALS.	EA			365.00	DISTRIBUTOR	0%	365.00	5%	349.35		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	TT1200		THOMAS O2 PACK STOCKED	THOMAS O2 PACK STOCKED ALS KIT	EA			399.99	DISTRIBUTOR	0%	399.99	5%	383.6		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	TT800F		THOMAS EMERGENCY RESPONDER KIT	THOMAS EMERGENCY RESPONDER KIT STOCKED.	EA			199.00	DISTRIBUTOR	0%	199.00	5%	190.47		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	TT410F		THOMAS PRE FILLED INTUBATION KIT	THOMAS PRE FILLED INTUBATION KIT STOCKED.	EA			265.00	DISTRIBUTOR	0%	265.00	5%	253.64		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	RAID STK		RAID STOCKED KIT	RAID STOCKED KIT	EA			258.00	DISTRIBUTOR	0%	258.00	5%	263.48		100 KITS 10%	USA
426-4F	NEEDI SCRUBS	TT880F		THOMAS AEROMED ADVANCED KIT	THOMAS AEROMED ADVANCED KIT STOCKED.	EA			490.00	DISTRIBUTOR	0%	490.00	5%	468.99		100 KITS 10%	USA